

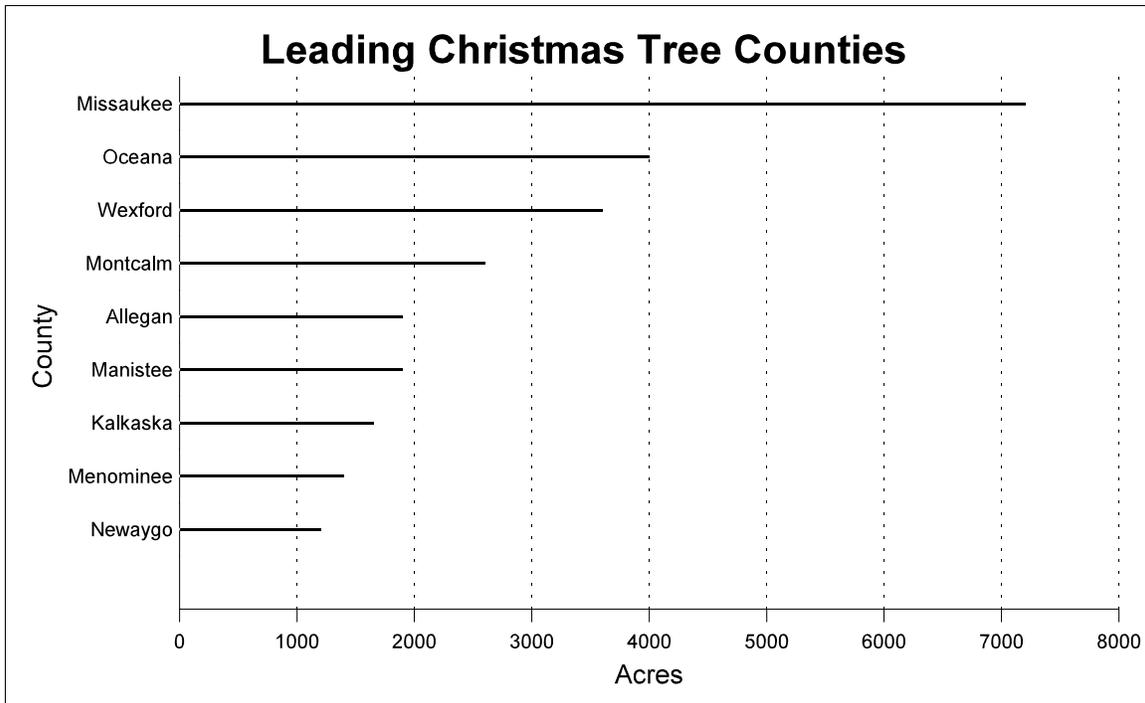
Christmas Trees

There were 42,000 acres in commercial Christmas tree production in Michigan on January 1, 2005. That was down from 54,000 acres on January 1, 2000. There were 780 commercial growers--operations with at least five acres of Christmas trees. Eleven operations had 500 acres or more, down from 16 five years ago. The top six counties, Missaukee, Oceana, Wexford, Montcalm, Allegan, and Manistee, accounted for 51 percent of the Christmas tree acreage. Thirty-five counties had at least ten Christmas tree farms.

Sales of Christmas trees in 2004 had a value of \$41.5 million at the producer level. That was up slightly from \$41.0

million in 1999. The number of trees sold by growers fell to 2.87 million from 3.18 million in 1999. There were an additional \$1.3 million of sales of wreathes, cut boughs, garlands, and other cut greens.

There were 9,000 acres of Scotch Pine at the outset of 2005. Its percentage of total acres, however, fell to 21 percent from 35 percent five years earlier. The three other leading species were Douglas Fir with 7,600 acres, down from 10,350 acres; Fraser Fir with 7,600 acres, up from 4,700 acres; and Colorado Blue Spruce with 6,900 acres, down from 9,750 acres.



**Christmas trees: Acres by Michigan Department of Agriculture region
and species, January 1, 2005**

Species	MDA region							Michigan
	1	2	3	4	5	6	7	
Fir								
Balsam	1,150	520	250	150	150	60	20	2,300
Canaan	15	55	85	30	220	45	50	500
Concolor	20	380	380	75	120	95	30	1,100
Douglas	290	2,980	3,200	235	560	230	105	7,600
Fraser	240	3,040	2,370	205	1,240	350	155	7,600
Pine								
Austrian	5	35	40	25	45	25	25	200
Red	30	480	30	80	5	20	5	650
Scotch	180	4,500	2,730	560	560	290	180	9,000
White	70	590	380	130	100	115	65	1,450
Spruce								
Black Hills	30	1,670	130	40	15	50	15	1,950
Colorado Blue	240	3,230	1,490	590	580	480	290	6,900
Norway	25	400	45	55	40	95	40	700
White	660	470	105	220	40	140	65	1,700
Other	45	150	65	55	25	5	5	350
Michigan	3,000	18,500	11,300	2,450	3,700	2,000	1,050	42,000

Christmas trees: Acres by species, January 1, 1994-2005

Species	1994		1997		2000		2005	
	Acres	Percent	Acres	Percent	Acres	Percent	Acres	Percent
Fir								
Balsam	1,770	2.4	2,100	3.0	2,250	4.2	2,300	5.5
Canaan ¹			100	0.1	250	0.5	500	1.2
Concolor	590	0.8	750	1.1	900	1.7	1,100	2.6
Douglas	11,400	15.2	13,600	19.7	10,350	19.2	7,600	18.1
Fraser	2,080	2.8	4,000	5.8	4,700	8.7	7,600	18.1
Pine								
Austrian	380	0.5	350	0.5	300	0.6	200	0.5
Red	390	0.5	250	0.4	450	0.8	650	1.5
Scotch	38,900	51.9	29,500	42.8	19,000	35.2	9,000	21.4
White	1,520	2.0	1,300	1.9	1,500	2.8	1,450	3.5
Spruce								
Black Hills ¹			700	1.0	700	1.3	1,950	4.6
Colorado Blue	12,900	17.2	12,300	17.8	9,750	18.1	6,900	16.4
Norway	580	0.8	400	0.6	450	0.8	700	1.7
White	3,700	4.9	3,200	4.6	3,200	5.9	1,700	4.0
Other	790	1.1	450	0.7	200	0.4	350	0.8
Michigan	75,000	100.0	69,000	100.0	54,000	100.0	42,000	100.0

¹ Included in other species in 1994.

Christmas trees: Number of operations and acres, by size group

Operation size group	Operations			Acres		
	1997	2000	2005	1997	2000	2005
5 to 9.9 acres	155	135	145	1,000	900	950
10 to 24.9 acres	340	325	315	5,200	5,000	4,750
25 to 49.9 acres	210	165	160	7,100	5,600	5,400
50 to 99.9 acres	115	98	90	7,700	6,800	6,000
100 to 499.9 acres	130	91	59	24,000	16,200	11,400
500 acres or more	20	16	11	24,000	19,500	13,500
Michigan	970	830	780	69,000	54,000	42,000

Christmas trees: Sales by species, 2004

Species	Trees	Price per tree	Value of sales
	<i>Number</i>	<i>Dollars</i>	<i>Dollars</i>
Balsam Fir			
Wholesale	100,000	14.0	1,400,000
Retail	20,000	36.0	720,000
Total	120,000	17.7	2,120,000
Concolor Fir			
Wholesale	26,000	19.0	495,000
Retail	8,000	37.0	296,000
Total	34,000	23.3	791,000
Douglas Fir			
Wholesale	330,000	15.0	4,950,000
Retail	20,000	38.0	760,000
Total	350,000	16.3	5,710,000
Fraser Fir			
Wholesale	410,000	22.0	9,020,000
Retail	35,000	44.0	1,540,000
Total	445,000	23.7	10,560,000
Scotch Pine			
Wholesale	1,170,000	10.0	11,700,000
Retail	30,000	23.0	690,000
Total	1,200,000	10.3	12,390,000
White Pine			
Wholesale	85,000	11.0	935,000
Retail	7,000	25.0	175,000
Total	92,000	12.1	1,110,000
Black Hills Spruce			
Wholesale	94,000	15.0	1,410,000
Retail	6,000	34.0	204,000
Total	100,000	16.1	1,614,000
Colorado Blue Spruce			
Wholesale	350,000	11.0	3,850,000
Retail	40,000	30.0	1,200,000
Total	390,000	12.9	5,050,000
White Spruce			
Wholesale	100,000	11.0	1,100,000
Retail	15,000	29.0	435,000
Total	115,000	13.3	1,535,000
Other			
Wholesale	15,000	17.0	255,000
Retail	9,000	35.0	315,000
Total	24,000	23.8	570,000
Michigan			
Wholesale	2,680,000	13.1	35,115,000
Retail ¹	190,000	33.3	6,335,000
Total	2,870,000	14.4	41,450,000

¹ Includes 100,000 trees sold retail-cut and 90,000 trees sold choose and cut.

Christmas trees: Sales by destination, 2004

Destination	Trees sold
Michigan	580,000
Other states	2,270,000
Out of United States	20,000
Total	28,700,000

**Christmas trees: Number of operations and acres,
by county and Michigan Department of Agriculture region**

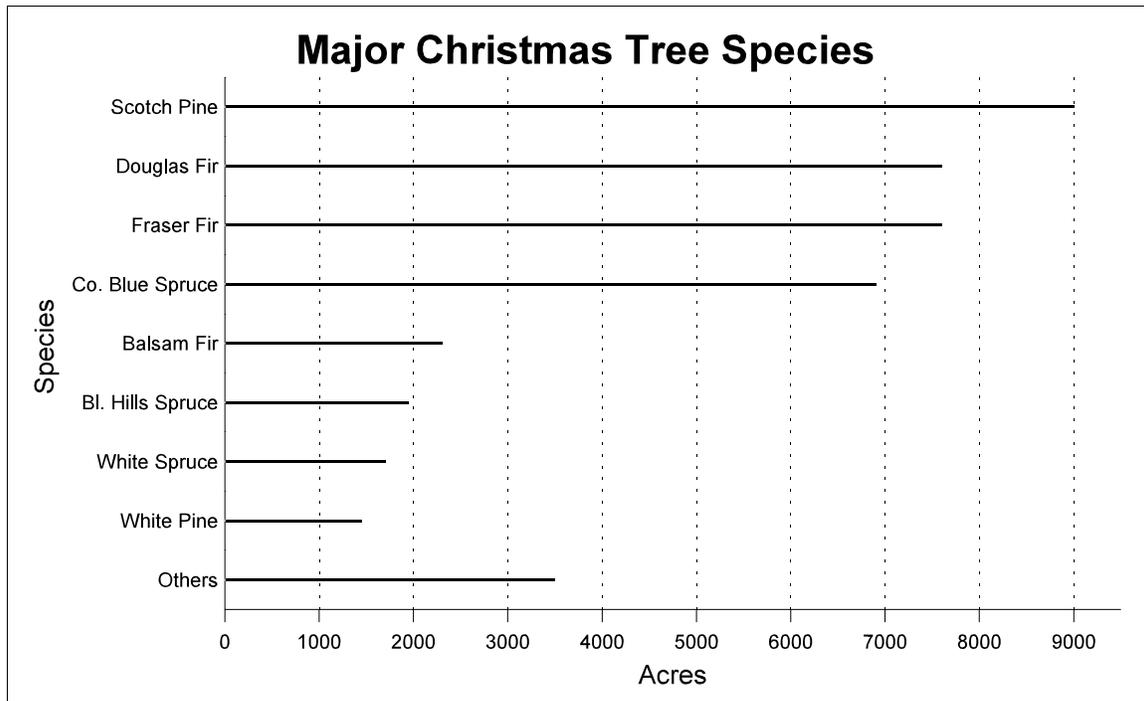
County and MDA region	Operations			Acres		
	1997	2000	2005	1997	2000	2005
Chippewa	6	4	8	270	170	150
Delta	17	15	14	800	820	670
Dickinson	14	9	6	500	240	120
Luce	5	3		160	110	
Marquette	3	4	4	130	100	60
Menominee	31	36	35	1,600	1,800	1,400
Other counties ¹	9	9	13	740	760	600
Region 1	85	80	80	4,200	4,000	3,000
Alcona	8	5	7	360	280	350
Alpena	8	8	8	350	200	150
Antrim	16	17	16	2,000	1,200	1,050
Benzie	12	12	6	630	600	250
Cheboygan	21	18	15	1,100	1,000	750
Emmett	9	6	5	180	130	120
Grand Traverse	18	16	13	1,550	1,100	550
Kalkaska	35	27	15	5,100	3,300	1,650
Leelanau	17	13	13	520	370	380
Manistee	24	27	25	2,700	2,600	1,900
Missaukee	53	40	48	7,500	6,500	7,200
Otsego	9	5	4	220	60	90
Presque Isle	5	7	4	210	210	170
Wexford	47	41	36	8,500	7,300	3,800
Other counties ¹	3	3	5	80	50	90
Region 2	285	245	220	31,000	24,900	18,500
Kent	11	8	9	800	570	370
Lake	7	6	6	700	530	250
Mason	13	15	14	800	850	650
Mecosta	20	6	10	1,400	650	350
Montcalm	24	25	22	4,500	3,400	2,600
Muskegon	13	12	11	450	350	220
Newaygo	24	14	14	2,300	1,400	1,200
Oceana	74	55	40	6,000	4,500	4,000
Ottawa	25	16	12	1,100	450	310
Other counties ¹	29	28	22	3,450	2,700	1,350
Region 3	240	185	160	21,500	15,400	11,300
Arenac	4	7	5	230	160	110
Clare	7	3	4	300	120	80
Genesee	11	12	11	180	200	170
Gladwin	4	4	5	130	130	140
Iosco	8	7		200	110	
Isabella	23	14	12	750	400	430
Lapeer	12	11	10	250	200	250
Midland	4	5	9	160	150	190
Saginaw	15	14	12	380	350	340
Sanilac	8	6	6	360	360	350
Tuscola	12	9	6	600	260	190
Other counties ¹	12	8	15	260	260	200
Region 4	120	100	95	3,800	2,700	2,450

See footnote(s) at end of table.

**Christmas trees: Number of operations and acres, by county
and Michigan Department of Agriculture region (continued)**

County and MDA region	Operations			Acres		
	1997	2000	2005	1997	2000	2005
Allegan	21	29	21	2,900	2,500	1,900
Berrien	19	14	14	300	170	180
Calhoun	10	13	12	290	220	200
Cass	6	4	7	160	100	260
Kalamazoo	10	9	7	280	210	130
Van Buren	16	17	12	700	750	800
Other counties ¹	13	4	12	270	100	230
Region 5	95	90	85	4,900	4,050	3,700
Clinton	12	8	13	280	160	240
Eaton	14	15	14	240	270	260
Hillsdale	8	6	5	270	250	190
Ingham	13	13	14	280	310	340
Jackson	18	19	16	500	370	360
Livingston	15	13	11	310	290	210
Shiawassee	5	3	4	130	50	100
Washtenaw	10	10	11	350	250	250
Other counties ¹	5	5	3	90	50	50
Region 6	100	92	91	2,450	2,000	2,000
Monroe	6	5	11	140	130	210
Oakland	16	15	16	310	270	320
St. Clair	9	9	14	380	410	390
Other counties ¹	14	9	8	320	140	130
Region 7	45	38	49	1,150	950	1,050
Michigan	970	830	780	69,000	54,000	42,000

¹ Not published separately to avoid disclosure of individual operators.



Christmas trees: Operations by type of sales, 2004

Type of Sales	Operations	Percent
Wholesale only	165	21.2
Wholesale and retail-cut	55	7.1
Wholesale and choose & cut	35	4.5
Wholesale, retail-cut, and choose & cut	30	3.8
Retail-cut only	65	8.3
Retail-cut and choose & cut	35	4.5
Choose & cut only	195	25.0
No sales	200	25.6
Total	780	100

Christmas trees: Plans for operation in the next 10 years

Plan	Percent
Continue current operation	72
Turn over operation to a relative	5
Discontinue sales but keep ownership of acreage	18
Sell the acreage to another grower	1
Sell the acreage for non-agricultural use	2
Other	2

Christmas trees: Growers reporting that insect control issues affect their business significantly, by type of operation

Insect control issues	Type of operation ¹			
	Wholesale	Retail-cut	Choose & cut	All ²
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
Do not affect business	25	39	54	47
Do affect business	75	61	46	53
Significant insect control issues for growers responding "Do affect business" (total may exceed 100 percent)				
Gypsy moth certification	64	41	20	46
Availability of effective insecticides on market	64	44	66	58
Uniformity of MDA field inspections	21	10	18	16
Federal quarantines in other states	35	15	3	20
Other	12	15	24	18

¹ Defined by channel through which majority of trees were sold.

² Includes operations not categorized because they had no sales.

Christmas trees: Sources of management information

Sources	First choice	Second choice
	<i>Percent</i>	<i>Percent</i>
Michigan State University	21	18
Other Universities	0	1
Community College	0	0
Extension Service (AOE)	21	14
Other Christmas Tree Professionals	19	16
Commercial Technical Reps	1	2
Private Consultant	2	2
Michigan Christmas Tree Association	18	11
Other Professional Association	1	2
Other	4	2
None chosen	13	32

Christmas trees: Agri-tourism attractions at the 9 percent of operations with such activities

Attraction	Percent
Roadside stand	13
Petting zoo/Reindeer	19
Food and beverages	0
U-pick pumpkins	10
Corn maze	2
Wagon, sleigh, or train rides	60
Gift shop	40
Other	13

Survey Methods and Questionnaires

The Nursery Grower survey was sent to the USDA, NASS, Michigan Field Office list of nurseries and herbaceous ornamental growers. This list was supplemented by the Michigan Department of Agriculture (MDA) list of licensed nursery growers and plant growers. To qualify, an operation had to have grown at least 0.1 acre of woody ornamentals or herbaceous perennials in 2004 and have planned to sell them either retail or wholesale. There were 1,235 such places. The principal Christmas tree list was the NASS List Sampling Frame. Additional names were provided by the Michigan Christmas Tree Association. To qualify, an operation had to have grown at least 5 acres of trees for sale as Christmas trees. There were 780 operations that met the criteria for Christmas

tree farms.

The data were collected on the attached Nursery Grower and Christmas Tree questionnaires. These forms were developed with input from industry representatives.

Questionnaires were mailed in late December, 2004, with cover letters from the Michigan Nursery and Landscape Association and the Michigan Christmas Tree Association. Two weeks later, those who had not responded were sent a second questionnaire. Telephoning of non-respondents began the last week of January 2005. This was followed by personal enumeration of operators who could not be reached by phone.

The following table is a summary of responses:

**Nurseries and Christmas Trees: Response Summary,
2004**

Response Category	Nurseries	Christmas Trees
Mail	490	310
Telephone	465	290
Personal Interview	65	25
Refusal	130	105
Inaccessible	85	50
Total	1,235	780

For plant material grown in containers, both the number of containers and the acres used for growing were asked. When respondents provided only the number of containers, the acres were estimated based on the average containers per acre from respondents who gave both.

Estimates of total acres were made for refusals and inaccessible. Expansion factors were computed for each of the seven MDA regions for both surveys:

(Ac. on Usable Reports+Estimated Ac.)/(Ac. on Usable Reports). These expansion factors were applied to data to account for missing reports.

Some respondents provided acreage but refused to provide income data. Regression and ratio estimators were used to expand missing income data on the Nursery and Christmas Tree surveys, respectively.